



## **Technical Pre-Sales Engineer**

### **Engineering Information Management Software**

**Home based contract, with some travel**  
**Bilingual in German and English**

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#### **About the role**

This is an opportunity for an experienced Pre-Sales Engineer to join our Engineering Information Management business, as a client facing technical consultant and client relationship manager.

The post holder will provide pre-sales technical support during sales engagements with new prospects or existing customers and bring their expertise to find the optimal solutions for client and for Idox.

This role will mainly support customers in the DACH region, Benelux and Scandinavia, and could be located in Germany (Berlin area preferred) or the UK, with planned travel.

The ideal candidate will have enjoyed some success in pre-sales but want to build on their experience and see a pathway to growing their professional experience and earnings capability. Idox provides a business setting which will recognise your contribution as an individual as well as a committed team player. We are looking for a career-oriented professional who will want to evolve with the business and be rewarded accordingly.

#### **Key Responsibilities:**

The purpose of this role is to provide pre-sales technical support during sales engagements with new prospects or existing customers, identifying the customer's requirements and designing and demonstrating a viable solution from within the company's product portfolio. Responsibilities include:

- Working closely with the sales team to determine product suitability and service delivery expectations
- Provision of advice on bid / no bid decisions based on technical and commercial considerations
- Presenting solutions to both technical and non-technical customers
- Supporting bids and sales processes with in-depth product and business knowledge
- Maintaining and sharing a thorough knowledge of the company's products and service offerings and methodologies
- Collaboration with the product development team to capture new customer requirements and develop and expand the product portfolio
- Coordination with the post-sales team in handing over any pre-sales efforts
- Represent the company in a professional manner and build good relationships with clients to the company's benefit.

#### **To be successful, you'll need to bring:**

- Experience as a technical pre-sales professional in business-to-business software sales
- Experience working with organizations within the Engineering sector
  - i.e. Asset Owners or EPC's, operating in these sectors;
    - Oil & Gas
    - Energy
    - Utilities

- Rail
- Pharmaceuticals.
- Experience in hosted cloud SaaS computing and solutions is ideal.

Skills required include the following:

- Ability to speak and write **German** and **English** to a high standard
- Technical Presentation skills – able to engage customers with easily understood content
- Technical aptitude and grounding in the use of business solutions / software
- Show an ability to grasp technical and procedural concepts and apply insight to improve our software or when on client engagements
- Proven ability to establish and build strong customer relationships
- Excellent analytical and troubleshooting skills.

### **Additional desirable qualities:**

Candidates with either an engineering background or some experience engaging with engineering organisations and professionals are especially welcome.

Experience in performing a pre-sales role supporting a project collaboration system, FM (Facilities Management) system, Scheduling, EDMS (Electronic Document Management System) and or EAM (Enterprise Asset Management) solutions.

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## **About Idox plc**

Idox is the leading applications provider to UK local government for core functions relating to land, people and property, such as its market leading planning systems and election management software. Over 90% of UK local authorities are now customers. Idox provides public sector organisations with tools to manage information and knowledge, documents, content, business processes and workflow as well as connecting directly with the citizen via the web, and providing elections management solutions. It also supplies in the UK and internationally, decision support content such as grants and planning policy information and corporates compliance services. Idox delivers engineering document control, project collaboration and facility management applications to many leading companies in industries such as oil & gas, architecture and construction, mining, utilities, pharmaceuticals and transportation in North America and around the world.

The Group employs c.650 staff located in the UK and worldwide, including Asia, Europe and North America. Idox has offices and teams throughout the UK and therefore travel will be required.

## **The Benefits**

This post commands a competitive salary depending upon experience, along with an excellent benefits package.

## **How to apply**



Applicants should submit a CV, and a short cover letter (*maximum 500 words - including salary expectation, and current remuneration*) explaining why they feel they would be suited to this role to [Join.Us@idoxgroup.com](mailto:Join.Us@idoxgroup.com).

Please note successful applicants will need to satisfy the BPSS guidelines (Baseline Personnel Security Standards) which consist of the receipt of satisfactory references covering the last 3 years of employment; an identity check; verification of eligibility to work in the UK; and a Basic Disclosure Check. This is in order to help us make safer recruitment decisions and prevent unsuitable people from working with access to personal and sensitive data.

## Privacy Notice

As part of the recruitment process we will collect data about you in a variety of ways including the information you would normally include in a CV or a job application cover letter, or notes made by our recruiting officers during a recruitment interview.

Please read the Idox Recruitment Data Privacy Policy here <http://www.idoxgroup.com/privacy.html>